



Source Selection

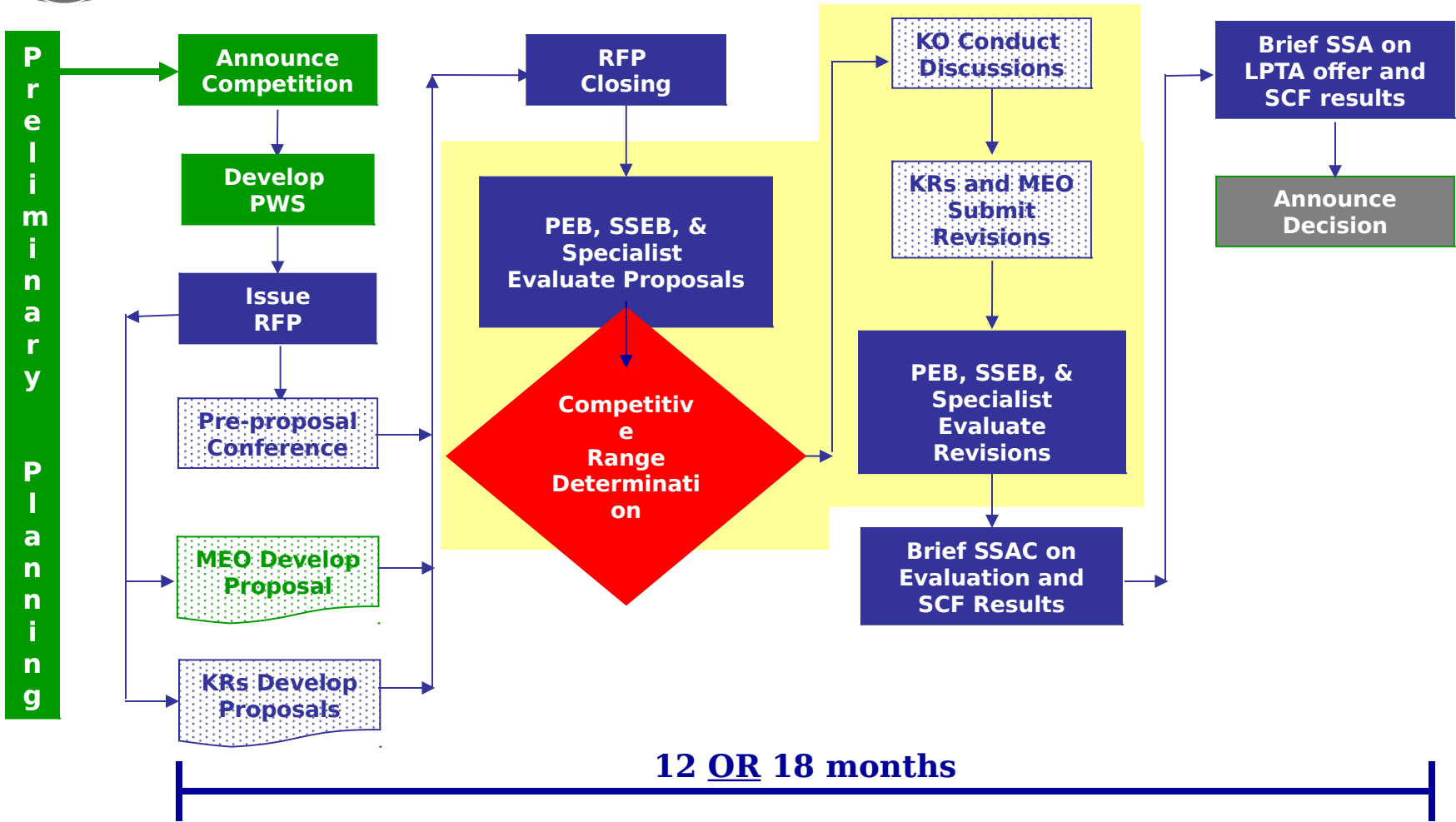
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DLA A-76 Contracting Officer**

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2006 DLA A-76 Conference



DLA Process Flow Standard Competition





Typical 18-month Competition Timeline

Task	Day
Announce Competition	1
Develop PWS and RFP	2-161
SSAC RFP Brief & Review	162-172
SSAC Approval to Issue	173
Issue RFP	180
Pre-proposal Conference	210
RFP Closing	300
DCAA/MEO Audits & PEB	303-365
SSEB Review	303-328
Oral Presentations & Preparation for SSAC	345-361
SSAC Review Evaluation Products	371-375
SSA Approve Competitive Range	387
Discussions/Revisions	388-448
Revisions Closing Date	448
Reconvene PEB	449-470
Reconvene SSEB	449-470
Reconvene SSAC	510-514
Present Results to SSA	532
Announce Decision	546



Best Value Continuum

Lowest price technically acceptable (LPTA)

- May include evaluation of past performance
- Tradeoffs are not permitted
- ~~Proposals are evaluated but not ranked~~



Cost/Technical Tradeoff (CTTO)

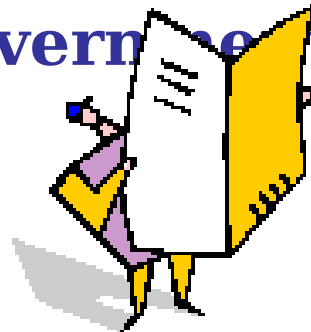
- ~~any award may occur~~
- ~~May award to other than lowest-price~~
- Evaluation factors included in solicitation
- State if price =, >, < other factors combined





Policy

- **Circular**
 - **Permits CTTO, phased evaluation, and LPTA**
 - **Commercial offers and MEO evaluated together**
 - **Any exchanges with the ATO in writing**
- **10 U.S.C. § 2462 dictates cost comparison includes the Government (agency tender)**





CTTO

- **Limited to information technology activities, commercial activities performed by a private sector source, new requirements, and segregable expansions**
- **Agency may select other than lowest-priced offer or tender only if the decision is within the agency's budget**
- **Offerors may propose alternate performance standards that differ from the solicitation's performance standards**
- **Requires price analysis and cost real...**
- **KO may conduct exchanges**





Phased Evaluation

- **Phase 1: technical capability; Phase 2: cost**
- **Performance decision based on the lowest cost of all technically acceptable offers and tenders**
- **Separate technical and cost proposals/estimates submitted by the solicitation closing date; may propose alternate performance standards**
- **KO may conduct exchanges to determine the technical acceptability of each offer and tender**
 - **KO amends solicitation performance standard(s) and requests resubmission of offers and tenders**
 - **Select LPTA offer**





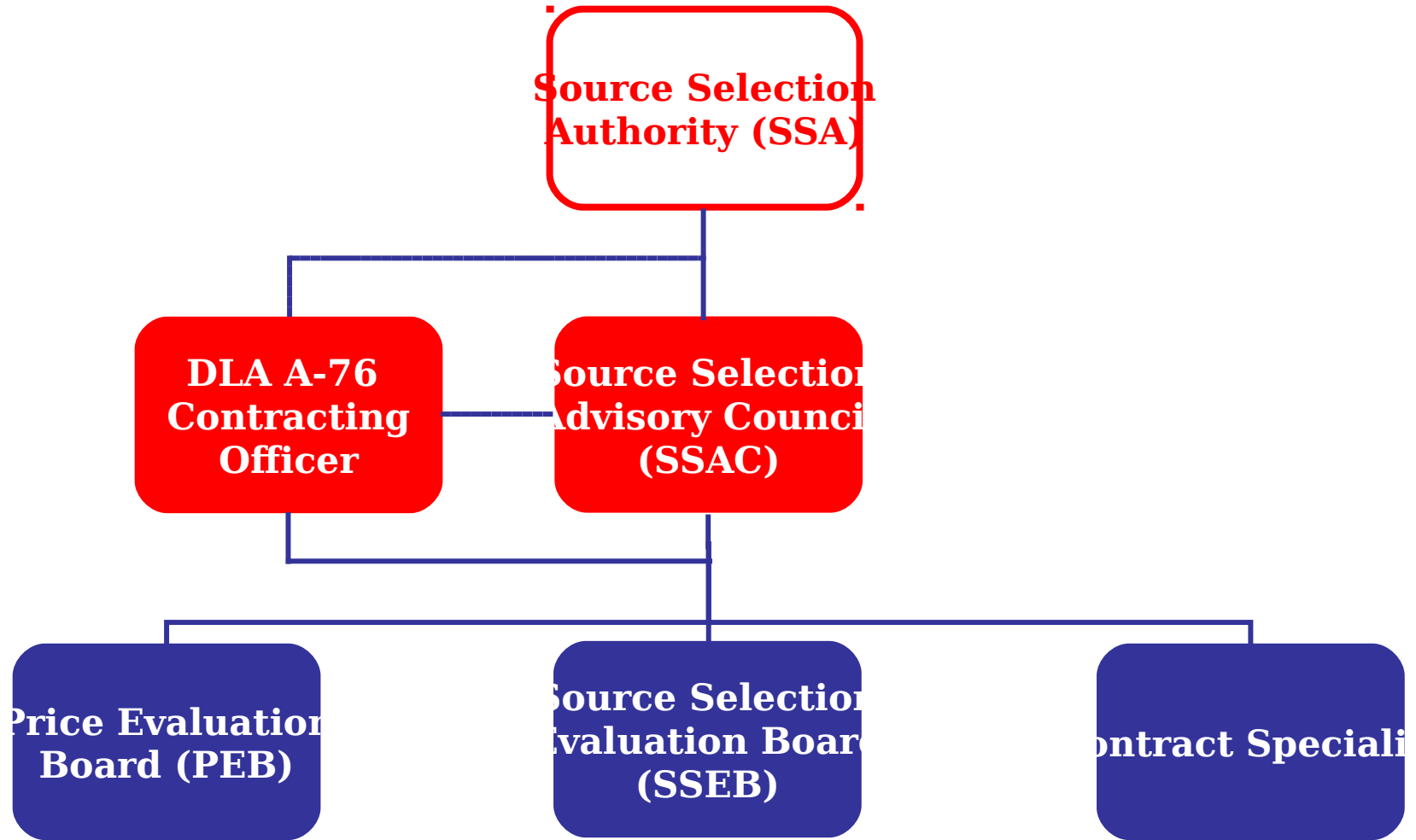
LPTA

- **KO evaluates all offers and tenders to determine technical acceptability**
- **Proposals are acceptable or unacceptable - there is no comparative assessment**
- **Requires price analysis and cost realism**
- **KO may conduct exchanges**
- **Performance decision based on the lowest cost of all offers and tenders determined to be technically acceptable**





Source Selection Organization





Evaluation Factors and Teams

- **Price**
 - **Price Evaluation Board (PEB)**
- **Technical**
 - **Technical Proposal**
 - **Source Selection Evaluation Board (SSEB)**
 - **Past Performance**
 - **Source Selection Evaluation Board (SSEB)**
 - **Socioeconomic Programs and JWOD**
 - **Contract Specialist**





Price Evaluation Factor

- **Prices and the supporting costs must:**
 - **Be realistic for the work to be performed;**
 - **Reflect a clear understanding of the requirements; and,**
 - **Be consistent with the various elements of the offeror's technical proposal.**
- **DCAA will assist with proposals from commercial offerors**
- **Internal audit team will assist with Agency Cost Estimate and public reimbursable offers**





Technical Evaluation Factors

- Technical Proposal is evaluated for:
 - Completeness and clarity
 - Degree of compliance with the solicitation
 - Each sub-factor must be “Acceptable”

Bottom Line: Does the offeror demonstrate an acceptable understanding of the scope and complexity of the work to be performed and will the approach satisfy the requirements?



Technical Evaluation Factors

- **Past Performance** is evaluated for:
 - **Experience:** similarity of service, complexity, technology, magnitude of effort, contract scope and type, and schedule
 - **Compliance:** quality of service, timeliness of performance, business relations, problem resolution, transition of operations, and government subcontracting programs

Bottom Line: Has the offeror's past performance prepared them for the work to be performed?



Technical Evaluation Factors

- **Socioeconomic proposal:**
 - **Socioeconomic Program Utilization: minimum of total contract \$ directed to socioeconomic programs**
 - **Javits-Wagner-O'Day (JWOD) Act Entity Utilization: minimum of total contract \$ directed to JWOD entities**

Not applicable to the Agency Tender



Proposal Ratings

- **SSEB and Contract Specialist rate proposals as:**
 - Acceptable**: Meets the RFP requirements
 - Unacceptable**: Does not meet the RFP requirements
- **Reports identify strengths, inadequacies, and uncertainties**
- **SSAC assesses if proposal can be made acceptable**





Team Composition

- **Price Evaluation Board (PEB)**
 - **A-76 Contracting Officer chairs**
 - **Members may include senior Price/Cost Analyst(s) and Contract Specialist(s)**
- **Source Selection Evaluation Board (SSEB)**
 - **Members may include senior technical experts HQs, requiring activity, internal DLA customers, external (military) customers, host activity, and the Contract Specialist (5 - 7 total)**
 - **Usually chaired by the requiring activity**



Roles and Responsibilities



- **Assist the Source Selection Advisory Council (SSAC) and the Source Selection Authority (SSA) with their decision-making**
- **Produce suitable expert analysis covering factors pertinent to the source selection decision**
- **Make recommendations to the SSAC based on their evaluations**



Safeguards

- **All board member nominees must confirm that they, or any family member, would not be adversely affected by a function being contracted out**
- **Nominees must sign a certificate of non-disclosure and conflict of interest declaration**
- **Each evaluation board is isolated from the others**



Preparation

- **Each evaluation board receives formal training on the selection process and applicable rules**
- **Members need to be familiar with the solicitation**
- **Members receive copies of the Source Selection Plan (SSP), evaluation aids, and templates for the required report and briefing**



Specific Requirements - PEB

- **Familiarity with cost principles**
- **Understanding of applicable cost elements and estimates**
- **Understanding of the Performance Work Statement**
- **Familiarity with Excel, Word, and**





Specific Requirements - CSER

- **Understanding of the Performance Work Statement**
- **Familiarity with the organization's mission and customers**
- **Familiarity with the work requirements and skills essential for performance of the activity's mission**
- **Willingness to consider alternate approaches to the way it's always been done**
- **Willingness to call past performance survey respondents for additional information**
- **Familiarity with Word and PowerPoint**



General Requirements

- **Strong analytical skills**
- **Strong verbal and written communication skills**
- **Ability to work as a team!!!!!! Members MUST achieve consensus**
- **Significant time commitment**





Lessons Learned

- **Requiring activities should:**
 - **Pick your evaluators well**
 - **Be an active participant in the development of evaluation criteria**
 - **Remember that any attempt to influence the competition outcome will likely backfire**
- **Coordinating schedules is the impossible dream**
- **There is no such thing as a “normal” source selection**



Questions???



Official Farewell Tour T-shirts will be on sale in
the lobby
2006 the A-10 Conference